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# NEWSLETTER

## new technologies and innovation policy

november 1984 33

### Fifth Annual Symposium in Luxembourg on Financing Industrial Innovation: ‘Improving venture capital opportunities in Europe’

On 3-5 October 1984, the fifth of a series of annual symposia on different aspects of financing industrial innovation was held, organized by the Commission of the European Communities, this time together with the European Venture Capital Association (EVCA). As indicated in the title, ‘Improving venture capital opportunities in Europe’, the emphasis was on potential opportunities within the European Community for the venture capital (VC) approach to financing new technology-based firms (NTBFs), and on how to overcome some of the relevant problems. It concentrated on three main areas: transborder investment within the EC, problems and opportunities in information-technology-based business, and how aspiring entrepreneurs, venture managers and venture capitalists can be selected and nurtured.

The symposium was attended by about 200 participants, and began with an encouraging opening speech by Mr. Santer, President of the Luxembourg Government, and reviews of progress by the Commission’s services and by the EVCA. In the plenary sessions, a recurring theme was the need for NTBFs to be oriented to European or world markets in order to achieve economic viability; this is especially true in the information-technology-based sector, where the complex industrial property rights situation was explained, and where the Community’s ESPRIT research programme should produce exploitable spin-offs in coming years. NTBFs should be able to expect help in operating across national borders from their VC backers, and some of the practical problems of syndicated transnational financing were clearly described. In transnational operations, those industrial corporations which have set up VC subsidiaries might be expected to have advantages, but illustrations were given of some inherent difficulties.

In selecting and training managers of NTBFs and venture capitalists, it became clear that there were no golden rules, and no short cuts to overcome lack of practical experience. Like entrepreneurs, such indi-

viduals come from a variety of backgrounds, and success depended more upon personal qualities than specific formal qualifications. The experience was described of using incentive stock options in the US as a powerful motivational instrument to attract suitable managers to NTBFs, and developments in the fiscal and legal constraints on their use within different Community Member States were reviewed, based on a study recently completed. For part of the symposium, participants split into six parallel working groups to consider some of the topics addressed during plenary working sessions, and their results and recommendations were presented in the final plenary session, and discussed by a panel. The complete proceedings of this successful symposium will be published within the coming months. To obtain information on this, and about future symposia, please contact:

Commission of the European Communities  
Directorate-General Information Market  
and Innovation  
DG XIII-A 2 — Office B 4/100  
L-2920 Luxembourg

### Patents from Community Research

In the last three months, the European Atomic Energy Community, represented by the Commission of the European Communities, has obtained 5 patents that are listed below (patent numbers in brackets).

- ‘Thermal heat pump’, in Ireland (No. 47556)
- ‘Particle size distribution and particle mass concentration measurement apparatus and method for nuclear fuel aerosols’, in the United Kingdom (No. 2 099 139).
- ‘Process for removing helium and other impurities from a mixture containing deuterium and tritium, and a deuterium/tritium mixture when purified in accordance with such a process’, in Japan (No. 1 204 935).
- ‘Device for passive heat transport and integrated solar collector in incorporating same’, European Patent Office, (No. EP 0046 043).
- ‘Apparatus for synchronising AC-Motors’, in Sweden (No. 432 501).

*This Newsletter is issued by Directorate XIII — A, New Technologies and Innovation Policy, in Directorate-General “Information Market and Innovation” of the Commission of the European Communities. For more information about its contents please write, including the address label with all your correspondence, to:*

Commission of the European Communities  
DG XIII — A  
P.O. Box 1907 — Luxembourg (G.D.)  
or call (352) 4301 2918

Patent work and valorisation of inventions from Community research are carried out by DG XIII-A.  
For further information contact:  
Mr H. Kronz  
Commission of the European Communities  
DG XIII-A-1  
L-2920 Luxembourg

### **A TII Seminar in Copenhagen: Market Oriented Product Planning (MOPP) in Denmark and in the European Community.**

If you are investing in innovation and the modernization of your enterprise or activity you need any available information about the market and its future developments.

How can you get it? What kind of experiences have other people in Europe made? TII European Association for the Transfer of Technologies, Innovation, and Industrial Information would like to answer to this questions during its first seminar taking place in Copenhagen on 10 and 11 December 1984.

TII will present the experiences made in Denmark by the electronics industry, a pilot project on MOPP for it. The European Commission will present its project FAST — Forecasting and Assessment in Science and Technology. Some examples will be presented to you by the Danish industry and by other European countries. In a third phase some consultants will give a report on their experiences made.

Speakers: F. ASH, Director of the Electronics  
Manufacturers Association  
of Denmark  
J. SCHULTE-HILLEN, Köln  
E. CORTI, T + T SUD, Napoli  
A. MICHEL, BELGONUCLEAIRE, Bruxelles  
J. SHOOF, TH Eindhoven

For details please contact:  
TII B. P. 1704 (GISL)  
L-1017 Luxembourg  
Tel. (352) 438096, Mr Glöckner

### **Innovation from Community Research**

#### **Pyrolysing furnace recuperating energy from fatty domestic waste**

Used fats from the catering trade may, instead of being thrown away after use — thus adding to the volume of domestic refuse — be collected separately and processed prior to conversion into animal feed.

Until recently this process encountered two problems. First, the process required a significant quantity of primary energy, and secondly, the problem remained of disposing of impurities and non-recyclable fatty substances.

The new process uses pyrolysis to dispose of the impurities and nonrecyclable fatty substances without creating any pollution; at the same time, recuperation of the heat of combustion leads to a reduction of some 15% in primary energy requirements. This environmentally suitable furnace was developed by SAF, a firm specializing in the recycling of fats, in a research programme jointly financed by the Commission of the European Communities.

All requests to use the process in other regions of the European Community should be addressed to:

SAF PVBA  
Bogaardestraat 222a  
B-9990 Maldegem, Belgium

Requests for further information should be addressed to the consultants associated with the development of this innovation:

Fa Biomatek Eng.  
Ijzerweglaan, 46  
B-9218 Genf, Belgium  
Tel. (0 91) 31 25 85

### **Cooperation between Technological Fairs**

One of the most serious problems of small and medium-sized enterprises (SMEs) is their small scale managerial staff. Indeed the business of running a SME is often a one-man show. In such a situation the head of a SME has neither time nor money 'to waste' in travel abroad to visit foreign fairs and exhibitions where he could find offers of new products and services or ideas useful to his firm. In most cases he will be able to visit regional or at most national events.

One possible solution to this problem is to 'europeinize' national events by stimulating the participation of foreign exhibitors.

In the framework of the **Plan for the transnational development for the supporting infrastructure for innovation and technology transfer** (<sup>1</sup>), the Commission of the European Communities by encouraging foreign exhibitors to take part in national events (technology exchange fairs, exhibitions, etc.) aims at promoting the creation of an efficient common market for the licensing of technologies.

The support of the Commission could take the form of a financial grant to cover the extra cost involved in giving a transnational dimension to national events.

In order to devise a European strategy (lay down eligibility criteria, avoid duplication of effort, etc.) the Commission of the European Communities has decided to hold a seminar in Luxembourg on 29 and 30 April 1985.

Interested persons or organisations are invited to contact the Commission's services before 31 January 1985 at the following address:

Mr R. RAPPARINI  
Commission of the European Communities  
DG XIII-A-2  
L-2920 Luxembourg  
Tel. (352) 4301 2780

(<sup>1</sup>) O. J. N° L 353, 15. 12. 1983, p. 15

### **Coopération entre foires technologiques**

La gestion des PME par un groupe de personnes très restreint, voire réduit à un seul chef d'entreprise, pose des problèmes sérieux lorsqu'il s'agit de visiter des foires ou expositions étrangères pour y rechercher des produits nouveaux ou des idées utiles au développement de l'entreprise.

Dans ces conditions, le chef d'entreprise aura la tendance à ne «gaspiller» ni temps, ni argent pour de telles visites et se limitera à des manifestations organisées sur un plan régional ou tout au plus national.

Une façon de résoudre ce problème pourrait consister à donner un caractère plus européen aux foires tech-

nologiques nationales en encourageant la participation d'opérateurs étrangers.

Dans le cadre du **Plan de développement transnational de l'infrastructure d'assistance à l'innovation et au transfert des technologies** <sup>(1)</sup>, la Commission des Communautés européennes, en encourageant la participation d'opérateurs étrangers à des foires technologiques nationales, vise à la création d'un marché commun efficace des licences dans le domaine de la technologie.

La contribution de la Commission pourrait avoir la forme d'une subvention destinée à couvrir les frais supplémentaires nécessaires à donner une dimension transnationale à des manifestations nationales.

Dans le but de dégager les lignes d'une stratégie européenne (critères de sélection, doubles emplois à éviter, etc.), la Commission des Communautés européennes a décidé d'organiser un séminaire à Luxembourg les 29 et 30 avril 1985.

Toutes personnes et organisations intéressées sont invitées à se manifester auprès des services de la Commission avant le 31 janvier 1985 à l'adresse suivante:

M. R. RAPPARINI  
Commission des Communautés européennes  
DG XIII-A-2  
L-2920 Luxembourg  
Tél. (352) 4301 2780

<sup>(1)</sup> J. O. n° L 353, 15. 12. 1983, p. 15

## Kooperation zwischen Technologie-Messen

Wenn kleine und mittlere Unternehmungen, deren Unternehmensführung meist nur aus einigen wenigen Personen, zuweilen sogar nur aus einem Geschäftsführer besteht, Messen bzw. Ausstellungen im Ausland besuchen wollen, um dort neue Produkte, Dienstleistungen oder nützliche Ideen zur Entwicklung des eigenen Unternehmens kennenzulernen, dann wirft dies oft ernsthafte Probleme auf. Vielfach wird sich der Leiter einer solchen Unternehmung darauf beschränken müssen, regionale oder bestenfalls nationale Veranstaltungen dieser Art zu besuchen.

Eine Lösung dieses Problems könnte darin liegen, die nationalen Veranstaltungen zu „europäisieren“ und dazu die Beteiligung ausländischer Aussteller anzuregen.

Im Rahmen des **Planes für die transnationale Entwicklung der Infrastruktur zur Unterstützung von Innovation und Technologietransfer** <sup>(1)</sup> beabsichtigt die Kommission der Europäischen Gemeinschaften, durch Förderung der Beteiligung ausländischer Aussteller an nationalen Veranstaltungen (Technologie-Messen, Ausstellungen usw.) einen effizienten gemeinsamen Markt für Lizenzen im Technologiebereich zu schaffen.

Der Beitrag der Kommission könnte in der Gewährung einer Subvention zur Deckung der Kosten bestehen, die dadurch entstehen, daß nationale Veranstaltungen eine transnationale Dimension erhalten.

Im Hinblick auf die Festlegung einer europäischen Strategie (Auswahlkriterien, Vermeidung von Doppelarbeit usw.) hat die Kommission der Europäischen Ge-

meinschaften beschlossen, am 29. und 30. April 1985 in Luxemburg ein Seminar abzuhalten.

Interessierte Personen oder Organisationen werden gebeten, sich vor dem 31. Januar 1985 an folgende Anschrift zu wenden:

Herrn R. RAPPARINI  
Kommission der Europäischen Gemeinschaften  
GD XIII-A-2  
L-2920 Luxemburg  
Tel (352) 4301 2780

## Cooperazione fra le fiere tecnologiche

Il ristretto gruppo dirigenziale che caratterizza le piccole e medie industrie (PMI) quando esso addirittura non si riduca ad una sola persona, rappresenta un serio problema per la visita di fiere ed esposizioni che si tengono all'estero alla ricerca di offerte di nuovi prodotti, servizi ed idee utili all'azienda.

In queste condizioni il capo di una PMI tenderà a considerare tali visite come uno «spreco» di tempo e di denaro e si limiterà a visitare avvenimenti regionali o, tutt'al più, nazionali.

Per ovviare a questo inconveniente, una soluzione possibile è di «europeizzare» le fiere tecnologiche nazionali incoraggiando la partecipazione di operatori stranieri.

Nel quadro del **Piano per lo sviluppo transnazionale delle infrastrutture di supporto all'innovazione ed al trasferimento di tecnologie** <sup>(1)</sup>, la Commissione delle Comunità europee, incoraggiando operatori stranieri a partecipare a delle fiere tecnologiche nazionali, mira a promuovere la creazione di un mercato comune efficiente per le licenze di tecnologia.

Il contributo della Commissione potrebbe prendere la forma di una sovvenzione destinata a coprire i costi straordinari necessari a dare una dimensione transnazionale a manifestazioni nazionali.

Allo scopo di delineare una strategia europea (formulare delle regole di eleggibilità, evitare duplicazioni, ecc.) la Commissione delle Comunità europee ha deciso di organizzare un seminario in Lussemburgo il 29 e 30 aprile 1985. Persone ed organizzazioni interessate sono invitate a manifestarsi entro il 31 gennaio 1985 presso i servizi della Commissione al seguente indirizzo:

Sig. R. RAPPARINI  
Commissione delle Comunità europee  
DG XIII-A-2  
L-2920 Lussemburgo  
Tel. (0352) 4301 2780

<sup>(1)</sup> G. U. N° L 353, 15/12/1983, p. 15

## TII: Invitation to participate in the first group visits of European experts in technology transfer

TII-European Association for the Transfer of Technologies, Innovation and Industrial Information, hereby invites technology transfer agents and other experts in the EC, whether members of TII or not, to participate in its following first group visits:



1. December 3 to December 6, 1984 — Institut Provincial des Classes Moyennes-IPCM, Liège, which will present its activities of regional technology transfer, and INNOVI, Brussels-Ghent, which will present high technology in plant genetics and industrial software.
2. January 21 to January 24, 1985 — Eindhoven University of Technology, Holland, for an introduction into its activities in technology transfer from universities to small and medium-sized industries, and BOM-Brabantse Ontwikkelings Maatschappij, which will demonstrate how the Dutch Government practices the promotion of technology transfer and innovation.

Each visitors' group will consist of 15 persons representing all member countries of the European Community. The EC will reimburse travel expenses (travel to and within the country) visited.

A flat fee of 200 ECU for registration plus meals and hotel accommodation will be at the expense of the participants.

For further information, please contact TII, B.P. 1704 (GISL), L-1017 Luxembourg, Tel. (352) 438096, Mr. Glöckner.

### **TII: Invitation aux premières visites en groupe des experts européens en transfert de technologies**

TII — L'Association européenne pour le transfert des technologies, de l'innovation et de l'information industrielle invite les agents de transfert de technologies et autres experts de la Communauté européenne, membres de TII ou non, à participer à ses premières visites en groupe:

1. du 3 au 6 décembre 1984 à:
  - l'Institut provincial des classes moyennes — IPCM, Liège, qui présentera ses activités de transfert régional de technologies,
  - INNOVI, Bruxelles-Gand, qui présentera les derniers développements de la technologie en matière de génétique des plantes et de software industriel.
2. du 21 au 24 janvier 1985 à:
  - l'«Eindhoven University of Technology», Pays-Bas, qui présentera ses activités de transfert de technologies en provenance des universités aux petites et moyennes industries,
  - «BOM — Brabantse ontwikkelingsmaatschappij», qui expliquera comment le Gouvernement néerlandais pratique la promotion du transfert de technologies et de l'innovation.

Chaque groupe de visiteurs comprendra 15 personnes représentant les pays membres de la Communauté européenne. La Commission européenne remboursera les frais de voyage vers le pays visité et à l'intérieur de celui-ci.

L'inscription forfaitaire de 200 Ecus plus les frais de séjour sont à la charge des participants.

Pour tous renseignements complémentaires, veuillez vous adresser à TII, B.P. 1704 (GISL), L-1017-Luxembourg, tél. (352) 438096 — M. Glöckner.

### **Don't forget:**

**Deadline** for the submission of **proposals** concerning:

- the Europeanisation of conferences on technology and innovation
- the transnational cooperation between technology and management advisory services to small and medium-sized enterprises

**10 November, 1984**

For further information see Newsletter 31 or Official Journal, No. C 210, of 10 August, 1984, or contact:

Commission of the European Communities  
Directorate-General  
Information Market and Innovation  
DG XIII-A-2, Office B4/103, tel. (352) 4301-4180 or 4301-2917, L-2920 Luxembourg.

## **CALENDAR**

To obtain further information on the meetings listed below please contact

Mr D. NICOLAY  
Commission of the European Communities  
DG XIII-A-2  
L-2920 Luxembourg  
Tel. (352) 4301 2946

### **1984**

1. EC Symposium 'Coal Preparation' Luxembourg, 15 November
2. Biobusiness '84', Can European Biotechnology Meet the Strategic Challenges? Geneva, 21-23 November  
(For further information contact the Registrar, Management Centre Europe, rue Caroley 15, B-1040 Brussels (Belgium))
3. International Exposition for Technology Transfer '84' Conference, Brighton, 27-30 November  
(For further information contact IETT '84, Concorde Services Ltd., 10 Wendell Road, London W 12 9 RT, United Kingdom  
Telephone: London 743 31 06)
4. EC Conference 'A more Cost-effective Health Care Through GMP' Luxembourg, 29-30 November
5. TII-Group Visit of European Experts in Technology Transfer to Belgium, 3-6 December
6. TII-Seminar 'Market Oriented Product Planning (MOPP) in Denmark and the European Community' Copenhagen, 10-11 December

### **1985**

7. TII-Group Visit of European Experts in Technology Transfer to the Netherlands, 21-24 January
8. Symposium on Science Parks Berlin, 13-15 February
9. 3rd EC Conference 'Energy from Biomass' Venice, 25-29 March
10. EC-Seminar 'A European Strategy for Technological Fairs' Luxembourg, 29-30 April
11. 8th International Conference 'Structural Mechanics in Reactor Technology-SMIRT' Brussels, 19-23 August